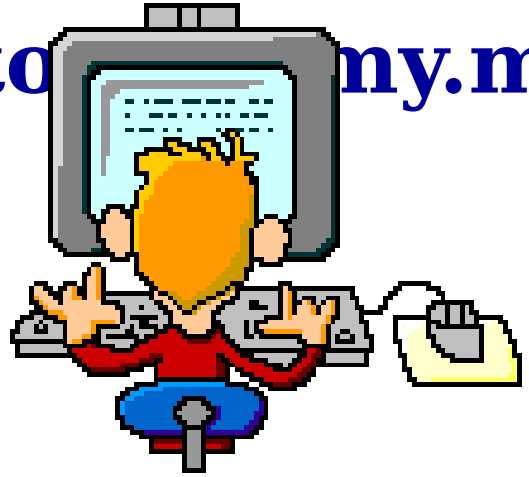
OFFICE OF SMALL BUSINESS PROGRAMS

Visit Our Small Business Office Web Site at:

http:www.redsto my.mil/osbp



OVERVIEW

* Office of Small Business Programs
* Functions
* Small Business Laws & Regulations
* Small Business Programs / Statistics

OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)

Sparkman Center, Bldg 5303, Rm 3135

- **Associate Director**

Mr. David F. Seitz **(256) 876-5441**

FAX (256) 842-0085

Management Assistant – Ms. Judy Tonini

- **Small Business Specialists**

Ms. Mary Birdsong (Deputy) **876-0921**

Mr. Todd Couch **876-3567**

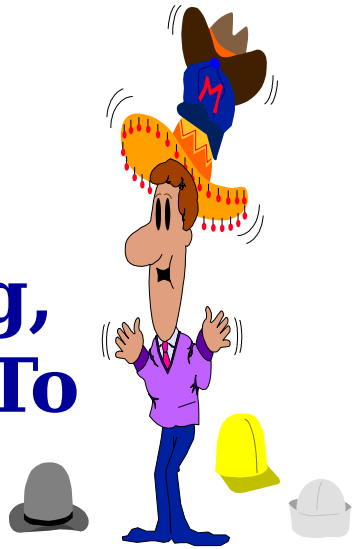
Mr. Lee Ford **876-5318**

Ms. Phyllis Pond ***842-6236***

Mr. Robert Schrader **842-6239**

OFFICE OF SMALL BUSINESS PROGRAMS FUNCTIONS

- **Serves As Principal Advisor To The Commander And Team Redstone Regarding Small Business Issues.**
- **Assists All Businesses On Government Contracting Matters, Including Changes To The Procurement System.**
- **Advises And Assists Contracting, Technical And Program Managers To Increase Use Of Small Business, SDB, SDVOSB, WOSB, HUBZone,**



OFFICE OF SMALL BUSINESS PROGRAMS FUNCTIONS (Cont'd)

- **Reviews All Procurement Packages In Excess Of $10K Including Those Restricted For Exclusive Small Business Participation.**
- **Monitors Small Business Performance (Targets).**
- **Reports Small Business Program Awards To Higher Headquarters.**

OFFICE OF SMALL BUSINESS PROGRAMS FUNCTIONS (Cont'd)

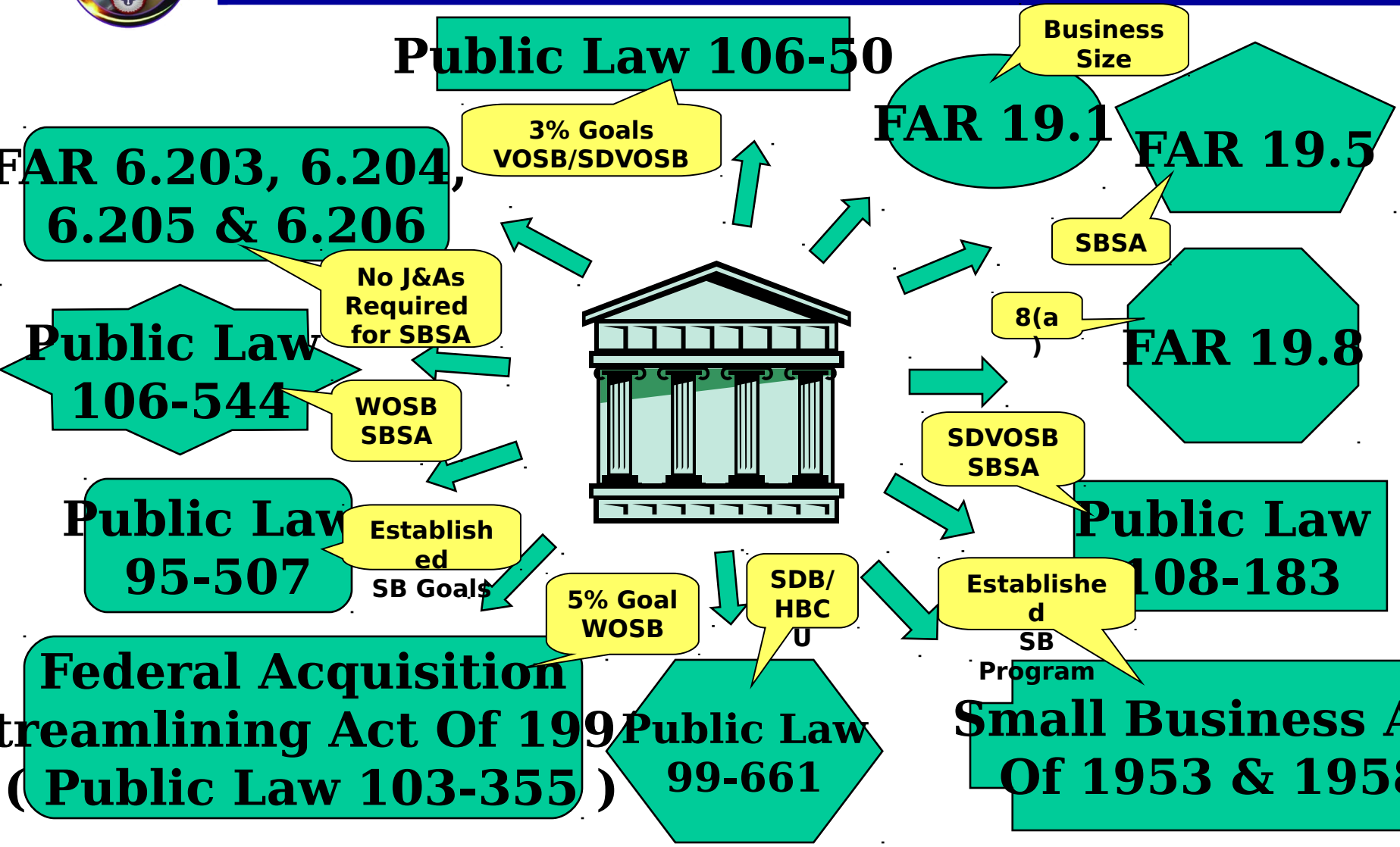
- **Reviews Subcontracting Plans, Acquisition Plans, Etc.**
- **Serves As An Advocate For Small Business Firms.**
- **Maintains An Outreach Program To Locate And Develop Small Business Firms.**

OFFICE OF SMALL BUSINESS PROGRAMS FUNCTIONS (Cont'd)

- **Provides Small Business Technical Advisory Support To The SBA-PCR.**
- **Serves As The Liaison With The Small Business Administration (SBA-PCR).**
- **Office of Small Business Pr s Is**

NOT

SMALL BUSINESS LAWS & REGULATIONS



SMALL BUSINESS LAWS AND REGULATIONS
(Cont'd)

Public Law 85-536 / Small Business Act Of 1958

" It is the declared policy of the Congress that th
Government should aid, counsel, assist, and pr
insofar as is possible the interests of small bus
concerns in order to preserve free competitive
enterprise, to ensure that a fair proportion of t
total purchases and contracts for supplies and
for the Government be placed with small busin
enterprises, and to maintain and strengthen th
overall economy of the nation."

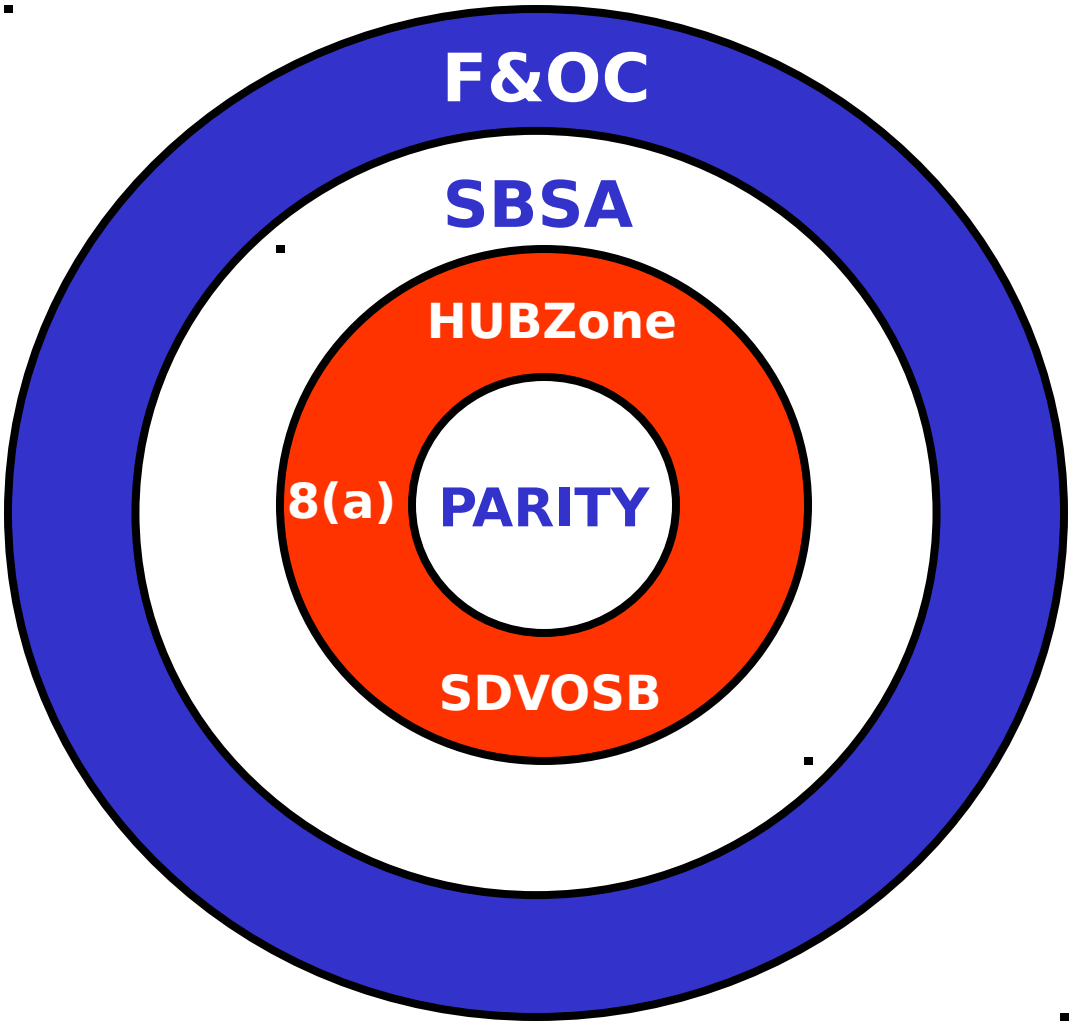
Section 201

Small Business Act C

SMALL BUSINESS PROGRAMS

- Small Business
- Small Disadvantaged Business / 8(a)
- HUBZone
- Women-Owned Small Business
- Historically Black Colleges & Universities / Minority Institutions
- Service-Disabled Veteran-Owned Small Business

SMALL BUSINESS PROGRAMS



Women-Owned/Veteran-Owned/HBCU/MI

SMALL BUSINESS PROGRAMS:
HUBZONE

What is a HUBZone small business?

A small business concern —

that is located in a historically underutilized business zone that is an area located within one or more qualified census tracts, qualified non-metropolitan counties, or lands within the external boundaries of an Indian reservation; appears on the List of Qualified HUBZone Small Business Concerns maintained by the Small

SMALL BUSINESS PROGRAMS:
SMALL DISADVANTAGED BUSINESS

What is a small disadvantaged business?

A small business concern—

- **that has received certification by the Small Business Administration as a small disadvantaged business concern consistent with 13 CFR 124, Subpart B; and**

SMALL BUSINESS PROGRAMS:
SMALL DISADVANTAGED BUSINESS (Cont'd)

What Is A Small Disadvantaged Business (Cont'd)?

i. No material change in disadvantaged ownership and control has occurred since its certification

ii. Where the concern is owned by one or more disadvantaged individuals, the net worth of each individual upon whom the certification is based does not exceed $750,000 after taking into account the applicable exclusions set forth at 13 CFR 124.104(c)(2); and

iii. It is identified, on the date of its representation, as a certified small disadvantaged business concern in the database

SMALL BUSINESS PROGRAMS:
SMALL DISADVANTAGED BUSINESS (Cont'd)

What is a small disadvantaged business (SDB) (cont'd)?

- **It has submitted a completed application to the Small Business Administration or a Private Certifier to be certified as a small disadvantaged business concern in accordance with 13 CFR 124, Subpart B, and a decision on that application is pending; or**

- **Historically Black College or University/Minority Institutions**

SMALL BUSINESS PROGRAMS:
WOMEN-OWNED SMALL BUSINESS

What is a women - owned small business (WOSB)?

A small business concern—

that is at least 51 percent owned by one or more women; or, in the case of any publicly owned business, at least 51 percent of the stock of that is owned by one or more women; and whose management and daily business operations are controlled by one or more women.

SMALL BUSINESS PROGRAMS:

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS

What is a service-disabled veteran-owned small business?

A small business concern—

that not less than 51% of which is owned by one or more service-disabled veterans or, in the case of any publicly owned business, not less than 51% of the stock of which is owned by one or more service-disabled veterans; and the management and daily business operations of which are controlled by one or more service-disabled veterans or, in the case of a veteran with permanent and severe disability, the

SMALL BUSINESS PROGRAMS:
VETERAN-OWNED SMALL BUSINESS

What is a veteran-owned small business?

A small business concern—

that not less than 51% of which is owned by one or more veterans (as defined at 38 U.S.C.101(2))or, in the case of any publicly owned business, not less than 51% of the stock of which is owned by one or more veterans; and the management and daily business operations of which are controlled by

SMALL BUSINESS PROGRAMS:
SMALL BUSINESS SET-ASIDES

19.502-2 -- Total Small Business Set-Asides.

(a) Each acquisition of supplies or services that has an anticipated dollar value exceeding $3,000, but not over $150,000, is automatically reserved exclusively for small business concerns and shall be set aside for small business unless the contracting officer determines there is not a reasonable expectation of obtaining offers from two or more responsible small business concerns that are competitive in terms of market prices, quality, and delivery.

SMALL BUSINESS PROGRAMS:
SMALL BUSINESS SET-ASIDES
(Cont'd)

Factors To Consider When Considering Small Business Set-Aside:

- **CCR/Dynamic Small Business Search (SBA)**
- **Approved Sources**
- **Market Research**
- **Sources Sought Synopsis**
- **History- Results Of Last Competition**
- **Production Problems For The Item Being Considered**
- **Complexity Of Requirement**

SUBCONTRACTING PLAN DEFINITION

“Subcontract” means any agreement (other than one involving an employer-employee relationship) entered into by a Federal Government prime Contractor or subcontractor calling for supplies or services required for performance of the contract or subcontract.

WHEN IS A SUBCONTRACTING PLAN REQUIRED ?
(SEALED BIDDING)

In sealed bidding acquisitions, each invitation for bids to perform a contract or contract modification, that individually is expected to exceed $650,000 ($1,500,000 for construction) and that has subcontracting possibilities, shall require the bidder selected for award to submit a subcontracting plan. If the selected bidder fails to submit a plan within the time limit prescribed by the contracting officer, the bidder will be ineligible for

WHEN IS A SUBCONTRACTING PLAN REQUIRED ?
(NEGOTIATIONS)

In negotiated acquisitions, each solicitation of offers to perform a contract or contract modification, that individually is expected to exceed $650,000 ($1,500,000 for construction) and that has subcontracting possibilities, shall require the apparently successful offeror to submit an acceptable subcontracting plan.

FAR 19.702

WHEN IS A SUBCONTRACTING PLAN NOT REQUIRED ?

- From small business concerns.
- For personal services contracts.
- For contracts or contract modifications that will be performed entirely outside of any State, territory, or possession of the United States, the District of Columbia, and the Commonwealth of Puerto Rico; or
- For modifications to contracts within the general scope of the contract that do not contain the clause at 52.219-8, Utilization of

TYPES OF SUBCONTRACTING PLANS
(INDIVIDUAL PLAN)

"Individual plan" means a subcontracting plan that covers the entire contract period (including option periods), applies to a specific contract, and has goals that are based on the offeror's planned subcontracting in support of the specific contract, except that indirect costs incurred for common or joint purposes may be allocated

TYPES OF SUBCONTRACTING PLANS
(MASTER PLAN)

"Master plan" means a subcontracting plan that contains all the required elements of an individual contract plan, except goals, and may be incorporated into individual contract plans, provided the master plan has been approved. The "supplement" can be incorporated provided the master plan has been approved.

TYPES OF SUBCONTRACTING PLANS
(COMPREHENSIVE PLAN)

"Comprehensive" is the Test program that permits contractors selected for participation in the test program to use the comprehensive plans when performing any DoD contract or subcontract that requires a subcontracting plan. Incorporated by the contractors' cognizant contract administration activity

TYPES OF SUBCONTRACTING PLANS
(COMMERCIAL PLAN)

"Commercial plan" means a subcontracting plan that covers the offeror's fiscal year and that applies to the entire production of commercial items sold by either the entire company or a portion thereof (division, plant).

SUBCONTRACTING GOALS

- **Reference 15 U.S.C. 644(g)(1) Small Business Act.**
- **Goals for participation of small business concerns in procurement contracts.**
- **The President shall annually establish Gov’t-wide goals for for procurement contracts awarded to small, service-disabled veterans-owned, veteran-owned, small**

FEDBIZOPPS AND SUB-NET

- **As of January 1, 2002, FedBizOpps officially replaced the Commerce Business Daily (CBD).**

FedBizOpps web site is:
http://www.fedbizopps.gov

- **Contracting Officers must use FedBizOpps for contracts expected to exceed $25,000.**
- **FedBizOpps contains a hyperlink to SBA's SUB-Net for subcontracting**

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)

- **Officially replaced the Standard Industrial Classification (SIC) Code system effective October 1, 2000.**

- **NAICS is a common system that is used by the U. S., Canada, and Mexico.**

- **Further information is available on the following web site:**

CONTRACT BUNDLING

<u>Definition</u>: Consolidating two or more requirements for supplies or services, previously provided or performed under separate smaller contracts, into a solicitation for a single contract that is likely to be unsuitable for award to a small business concern.

CONTRACT BUNDLING
(Cont'd)

- **Public Law 105-135 recognizes that Federal agencies have a right to consolidate contract requirements; however:**

- **Contracting Officers must structure contract requirements in a manner that will facilitate small business participation by avoiding "unnecessary and unjustified bundling of contract**

CONTRACT BUNDLING
(Cont'd)

Assessing The Effects Of Contract Bundling

Before proceeding with a 'bundled' procurement, the buying activity must conduct market research to determine if the proposed consolidation is necessary and justified. The benefits to the Government must be "measurably substantial." (FAR

CONTRACT BUNDLING
(Cont'd)

"Measurably Substantial" means:

- **<u>Ten percent</u> of the estimated contract or order value (including options) if the value is $86 million or less; or**

- **<u>Five percent</u> of the estimated contract or order value (including**

CONTRACT BUNDLING
(Cont'd)

Evaluation Factors and Subfactors

For solicitations involving bundling that offer a significant opportunity for subcontracting, the contracting officer must include an evaluation factor indicating the offerors' past performance in meeting subcontracting goals on

CONTRACT BUNDLING
(Cont'd)

Evaluation Factors and Subfactors (Cont'd)

In addition, for solicitations involving bundling that offer a significant opportunity for subcontracting, the contracting officer must include an evaluation factor for the proposed small business subcontracting participation

SMALL BUSINESS STATISTICS

DEPARTMENT OF DEFENSE PROGRAM

PRIME GOALS – FY 11

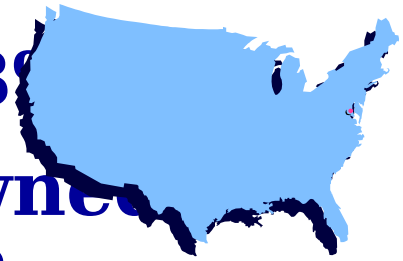
- Small Business (SB) – 22.28%
- Small Disadvantaged Business (SDB) – 5%
- Women-Owned Small Business (WOSB) – 5%
- HUBZone Small Business – 3%
- Service-Disabled Veteran-Owned Small Business (SDVOSB) – 3%

SMALL BUSINESS STATISTICS

DEPARTMENT OF DEFENSE PROGRAM

SUBCONTRACTING GOALS – FY 11

- Small Business (SB) – 31.7%
- Small Disadvantaged Business (SDB) – 5%
- Women-Owned Small Business (WOSB) – 5%
- HUBZone Small Business – 3
- Service-Disabled Veteran-Owne Small Business (SDVOSB) – 3%



SMALL BUSINESS STATISTICS

AMCOM

SUBCONTRACTING GOALS – FY 11

- **Small Business (SB) – 34.6%**
- **Small Disadvantaged Business (SDB) – 0.5%**
- **Women-Owned Small Business (WOSB) – 4.6%**
- **HUBZone Small Business – 0.3%**
- **Veteran-Owned Small Business – 1.2%**
- **Service-Disabled Veteran-Owned**

SMALL BUSINESS STATISTICS TRENDS

FY	Perf	AMCOM $	Goal/Target
1998	12.4%	$523.8M	14.6%
1999	11.7%	$550.2M	14.7%
2000	11.2%	$619.9M	13.5%
2001	12.3%	$718.0M	12.1%
2002	10.9%	$750.1M	12.1%
2003	11.9%	$1.08B	12.6%
2004	12.4%	$1.37B	12.9%
2005	14.1%	$1.51B	9.2%
2006	12.1%	$1.36B	12.1%

SMALL BUSINESS STATISTICS

2Q FY 11

AMCOM TARGETS	Perf	Target
Total Awards To U.S. Businesses		$8.3B
Total Small Business	8.2% ($677.9M)	11.0%
Small Disadvantaged Businesses	2.6% ($215.1M)	3.0%
HUBZone	.27% ($22.2M)	0.2%
Women-Owned Small Business	.8% ($68.3M)	1.0%
Service-Disabled Veteran-Owned Small Business	.4% ($33.0M)	0.3%
Historically Black Colleges and	*0.0% ($0K)	

What is AMCOM EXPRESS

EXpedited

PRofessional and

Engineering

Support

Services

Follow On to Omnibus 2000

AMCOM

EXPRESS

Business and Analytical Domain Prime/Team Leaders

Delta Solutions & Strategies, LLC – Colorado Spri
QuantiTech, Inc. – Huntsville, AL

Analytical Services, Inc. (ASI) - Huntsville, AL
Navigator Development Group, Inc. - Huntsville, A
Perkins Technical Services, Inc. - Huntsville, AL

AMCOM

EXPRESS

Logistics Domain
Prime/Team

ELEIT Technology, Inc. – Huntsville, AL
LogiCore Corporation – Huntsville, AL
Millennium Systems Services, Inc. – Huntsville, A

VT AEPCO – Rockville, MD
Belzon, Inc. - Huntsville, AL
Metters Industries, Inc. – McLean, VA

AMCOM

EXPRESS

Programmatic Domain Prime/Team Leaders

DigiFlight, Inc. – Manassas, VA
MicroTechnologies, LLC – Vienna, VA
Total Computer Solutions, Inc. – Arlington, VA

3D Research Corporation - Huntsville, AL
CAS, Inc. - Huntsville, AL
Intuitive Research and Technology – Huntsville, A
Sigmatech, Inc. - Huntsville, AL

AMCOM

EXPRESS

Technical Domain Prime/Team Leaders

DCS Corporation – Alexandria, VA
Intuitive Research and Technology Corporation – Huntsville, AL
Quantum Research International, Inc. – Huntsville, AL
Radiance Technologies, Inc. – Huntsville, AL
System Studies & Simulation, Inc. (S3) – Huntsville, AL
Sigmatech, Inc. – Huntsville, AL
Torch Technologies, Inc. – Huntsville, AL

Aviation and Missile Solutions, LLC (AMS) - Huntsville, AL
Computer Sciences Corporation (CSC) - Huntsville, AL
Madison Research Corporation - Huntsville, AL
Morgan Research Corporation - Huntsville, AL
Science Applications International Corporation (SAIC) - Huntsville
Westar Aerospace and Defense Group, Inc. - St. Charles, MO

AMCOM EXPRESS

Background

- *AMCOM EXPRESS Replaces Omnibus 2000 (O2K)*
- *Full gamut of advisory and assistances services for Team Redstone*
- *Four Domains in EXPRESS vs. Three in O2K*

BUSINESS AND ANALYTICAL DOMAIN

BA1: Strategic Planning
BA2: Communication Support
BA3: Conference Support
BA4: Business Management Support
BA5: Process Improvement Support
BA6: Financial Management Support
BA7: Property Management

PROGRAMMATIC DOMAIN

PS1: Resource Management Support
PS2: Cost Estimating/Analysis
PS3: Schedule Development/Assessment
PS4: Program Management, Plans and Integr
PS5: Strategic Planning Analysis
PS6: International Program Support
PS7: Security Assistance Program Support
PS8: Operations Research and Systems Analy

AMCOM EXPRESS

LOGISTICS DOMAIN

ILS1: Design Influence/Concept Definition
ILS2: Maintenance Planning
ILS3: Manpower and Personnel
ILS4: Supply Support
ILS5: Support Equipment and Test, Measurement and Diagnostics Equipment
ILS6: Training and Training Devices
ILS7: Logistics Support Technical Data
ILS8: Computer Resources Support
ILS9: Packaging Handling and Storage
ILS10: Transportation and Transportability
ILS11: Facilities
ILS12: Standardization and Interoperability
ILS13: Continuous Acquisition and Life Cycle Support
ILS14: Logistics Program Support

TECHNICAL DOMAIN

3.1 Aeromechanics Technology
3.2 Airworthiness Qualification/Release
3.3 Electronics/Avionics/Visionics/Survivability Equipment
3.4 Environmental/Safety Initiatives
3.5 Guidance Technology (Guidance Analyses)
3.6 Guidance Technology (Electronics /Computer Tech Support)
3.7 Guidance Technology (Weapon System Guidance)
3.8 Industrial Operations
3.9 Infrared
3.10 Image and Seismic, Acoustic, SAM EM Signal Processing
3.11 Manpower and Personnel Technical Support
3.12 Manufacturing Science and Technology
3.13 Navigation and Control
3.14 Optics and Laser
3.15 Product Assurance
3.16 Production Engineering
3.17 Propulsion Systems/Technology
3.18 Radio Frequency Technology
3.19 Systems Engineering
3.20 Structures and Materials
3.21 Systems Simulation and Modeling
3.22 Software Engineering
3.23 Technical Data Management

AMCOM EXPRESS
SMALL BUSINESS STATISTICS

(as of 21 Apr 2011)

SIZE	# T.O.s	% T.O.s	$$$ OBLG	% $$
SB	263		$2,386,207	44
LB	140	65%	$3,047,606	%
Total:	403	100%	$5,433,814,455	100%

CHALLENGES

Increased Awards To Small Businesses And Small Business Manufacturers

- **HELP** PMs/Centers/Directorates accomplish their mission.
- Facilitate teaming between large and small businesses.
- Increase source approved small businesses for manufacturing.
- Increase small business reserve requirements on EXPRESS.

TEAM REDSTONE

Where
Small Business
Is
BIG Business

Supporting Warfighters

Across the Entire Spectrum of Operations

AH-64 Apache

AH-64 Apache

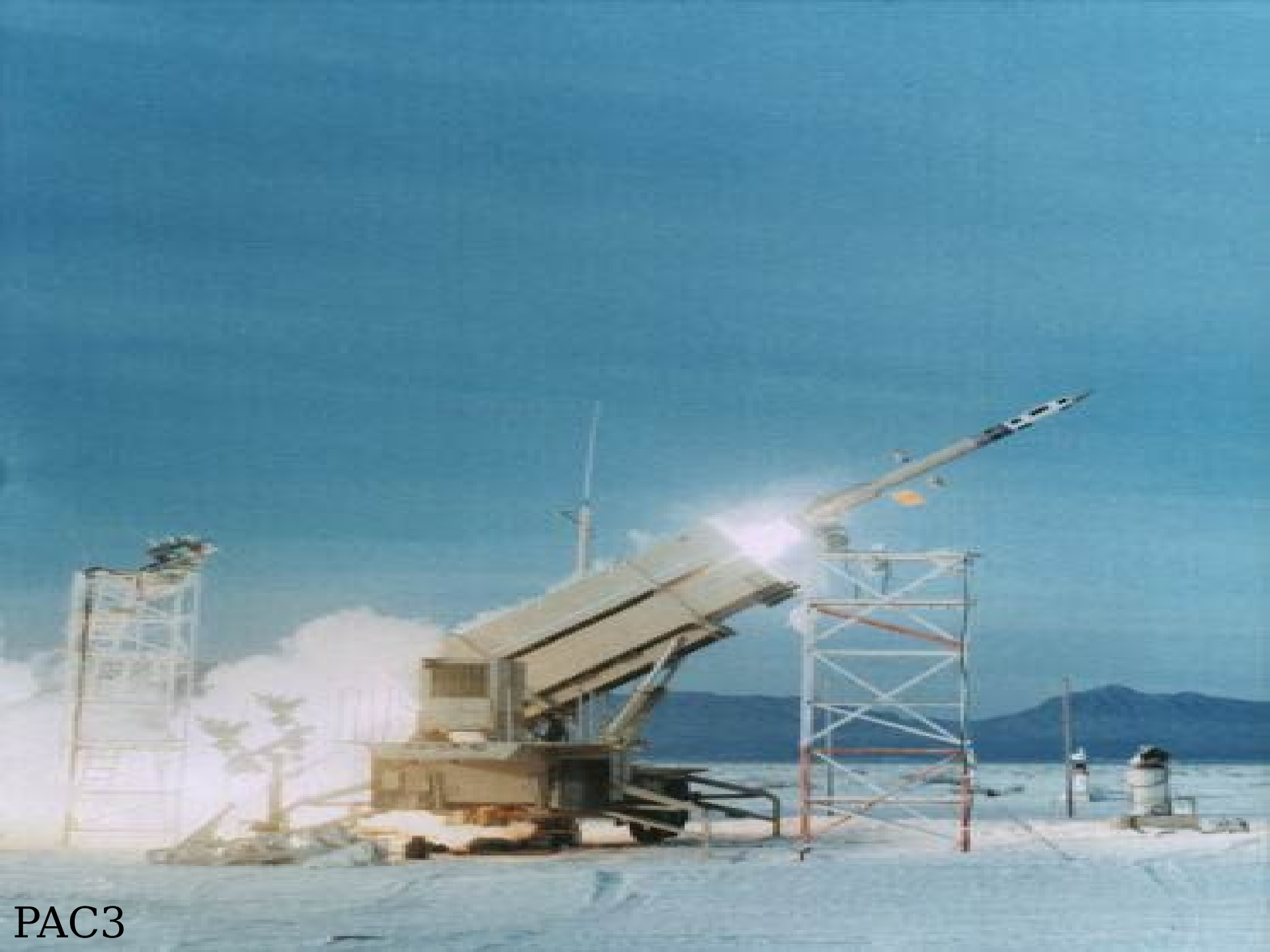
ATACMS- Army Tactical Missile

Avenger

UH-60 BLACKHAWK

UH-60 BLACKHAWK

PATRIOT


PAC3

CH-47 CHINOOK

CH-47 CHINOOK

Tube Launched, Optically Tracked, Wire Guided TOW

Theater High Altitude Air Defense system
THAAD

MLRS Multiple Launch Rocket System

MLRS

OH-58 Kiowa Warrior

Line-Of-Site (LOSAT)

UH-1 Huey

HELLFIR

HELLFIRE